



10500 West Cermak Road Westchester, Illinois



Offered at \$3,270,000 | 6.50% Cap

CBRE

Introduction

CBRE, on behalf of Ownership as its exclusive advisor, is pleased to offer for sale the fee-simple interest in the BMO Harris Bank branch located at 10500 West Cermak Road in Westchester, Illinois (the "Property"). The Property is 100% absolute net-leased to BMO Harris Bank N.A. ("BMO" or "Tenant"), the 21st largest financial institution in the United States with over \$82 billion in total deposits and Illinois' second largest bank by deposit base. The Tenant holds an investment grade credit rating (S&P: "A+") and is the United States operating arm and subsidiary of the Bank of Montreal, a diversified financial services provider with total assets of nearly \$523 billion USD.



BMO Harris Bank: Westchester, Illinois

The Offering

Located just west of downtown Chicago, the Property totals 11,457 square feet of prime retail and office real estate. The building was constructed in 1963 and is situated on a 0.86 acre site inclusive of 70 parking spaces. The Westchester branch boasts a substantial deposit base of nearly \$130 million, a number which has grown by 7% since 2015. The Property is subject to an absolute net lease to BMO Harris Bank N.A. for a primary lease term of 10 years with 8.0 years remaining (as of 12/2018), providing an investor with long-term cash flow from one of North America's leading financial institutions.

In addition to no landlord obligations or any cancellation options, the lease is subject to 1.50% annual escalations and includes eight, five-year renewal options. The Property features a current annual net rent of \$212,459, which equates to an attractive net rental rate of \$18.54 per square foot.

Property Highlights

Premier BMO Harris Bank Market

Absolute Net Lease Structure

1.50% Annual Escalations

A+ / Aa3 / AA- (S&P / Moody's / Fitch)

Substantial Deposit Base & Market Share

8 x 5-Year Renewal Options

Free & Clear of Financing



Investment Highlights

LEADING NORTH AMERICAN FINANCIAL INSTITUTION

BMO is the United States' 21st largest bank by deposit base with over \$82 billion in domestic deposits and over 1,500 bank branches in the United States and Canada. The Tenant is the United States operating arm and subsidiary of the BMO Financial Group, a diversified financial services provider headquartered in Toronto, Canada. BMO Harris Bank N.A. is well-regarded by all major rating agencies and currently holds "A+", "Aa3", and "AA-" credit ratings from S&P, Moody's, and Fitch, respectively.

TOP PERFORMING BANK BRANCH

BMO is the 2nd largest bank in Illinois and Wisconsin with \$52.4 billion and \$18.3 billion in statewide deposits, respectively. The Westchester branch has a substantial deposit base of nearly \$130 million and a nearly 20% market share within a one-mile radius.

ABSOLUTE NET LEASE STRUCTURE & ANNUAL ESCALATIONS

The Property features an absolute net lease where the Tenant pays all costs and expenses, and there are no landlord obligations for roof, structure, or mechanical systems. The initial lease term and first two renewal options feature attractive 1.50% annual escalations.

APPEALING DEMOGRAPHIC PROFILE

The Property is situated in the near western suburbs of Chicago amid affluent and dense residential communities. There are roughly 120,000 residents living within three miles of the branch and they have an average annual household income of more than \$100,000. When expanding the radius to five miles, the population jumps to more than 350,000 and the average annual household income is nearly \$110,000.

BMO Harris Bank: Westchester, Illinois

Property Overview

The branch is located approximately 14 miles directly west of Downtown Chicago just south of Interstate 290. The Property is conveniently situated in downtown Westchester on a major local area thoroughfare, Cermak Road (27,000 VPD). Inclusive of three parcels, one of which is solely utilized for customer parking, the building includes a first floor bank branch and drive-thru lanes and an elevator provides access to the second floor, which has been demised for multiple office spaces, and the basement. In addition to being surrounded by dense residential communities and numerous local area shops and restaurants, the Property's parking lot is also connected to a Jewel-Osco grocery store.



PRICING & LEASE SUMMARY

Price:	\$3,270,000
Cap Rate:	6.50%
Annual Net Rent / PSF:	\$212,459 / \$18.54
Escalations:	1.50% Annual
Lease Expiration / Remaining Term:	11/30/2026 / 8.0 Years
Initial Lease Term:	10 Years
Cancellation Option:	None

BANK PERFORMANCE METRICS

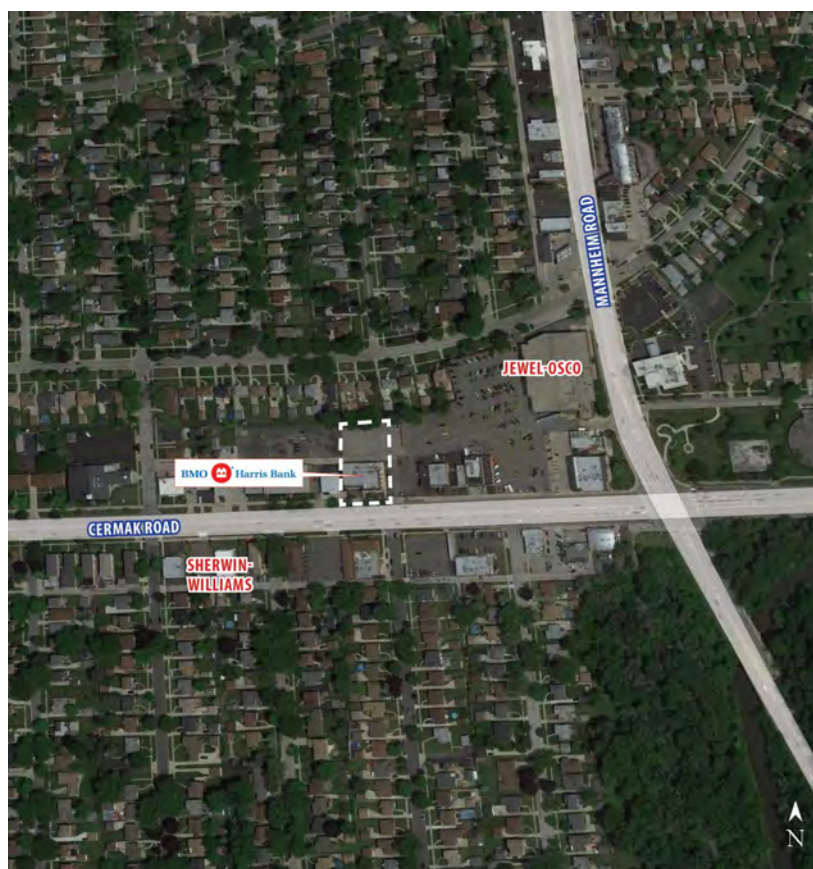
Deposits (\$000's):	\$129,438
Market Share (1-Mile):	18.3%

PROPERTY INFORMATION

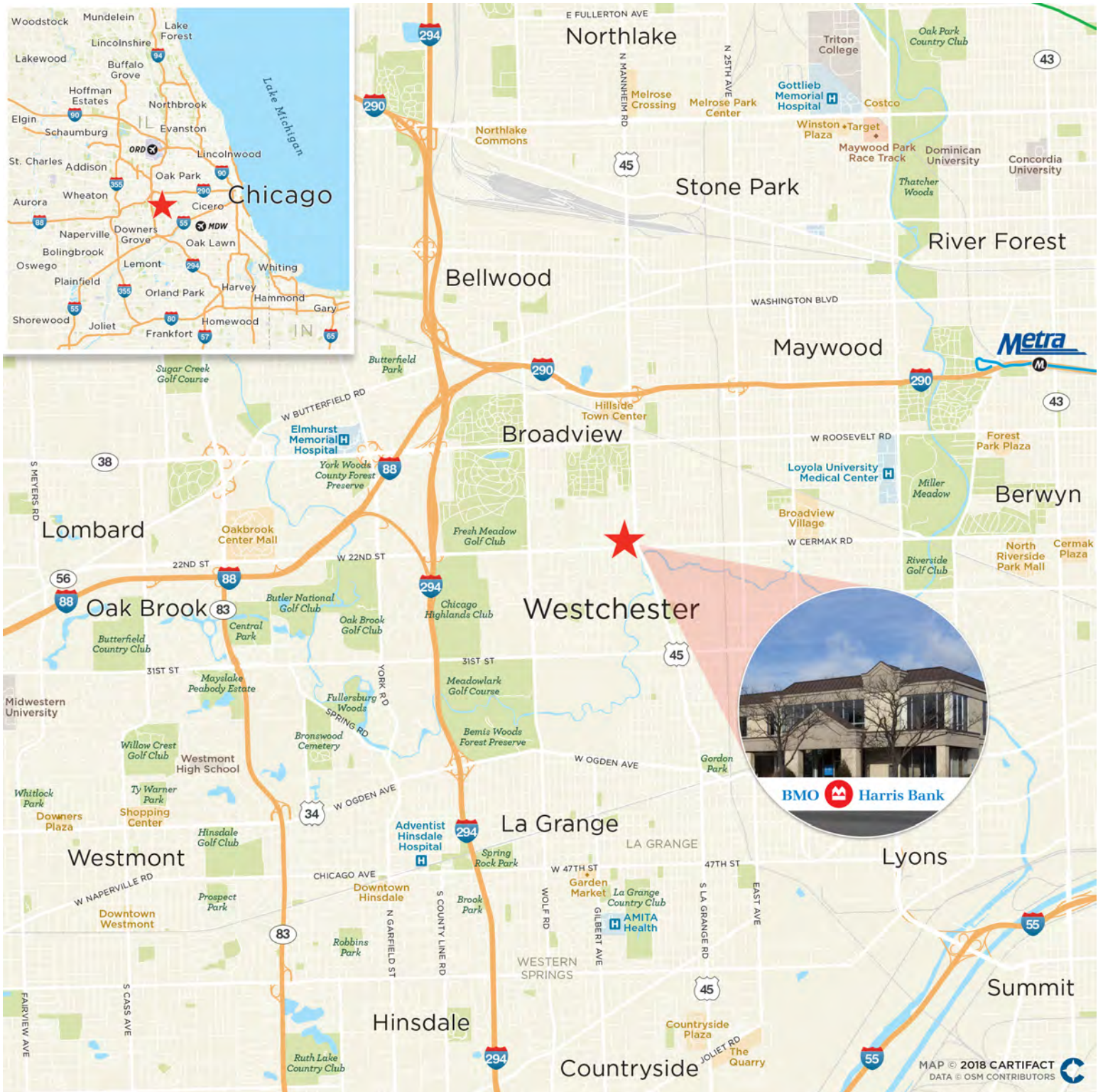
Address:	10500 West Cermak Road
	Westchester, Illinois
RSF (Above Ground):	11,457
Floors:	Two + Basement
Year Built:	1963
Site Size / Hard Corner:	0.86 Acres / No
Parking Spaces:	70
Drive-Thru Banking (Lanes / ATMs):	3 / 1

DEMOGRAPHIC PROFILE

RADIUS	1-MILE	3-MILE	5-MILE
Population:	13,740	119,746	350,517
Households:	5,777	43,999	127,680
Median HH Income:	\$67,013	\$72,194	\$72,951
Average HH Income:	\$87,971	\$100,672	\$107,307
Average Daily Traffic Count:		26,600	



BMO Harris Bank: Westchester, Illinois



BMO Harris Bank: Westchester, Illinois

Tenant Overview

Established as Harris Bank in 1882, BMO Harris Bank is the United States operating arm and subsidiary of the Bank of Montreal ("BMO Financial Group"), a diversified financial services provider. With total assets of \$522.8 billion and over 45,000 employees, BMO Financial Group provides a broad range of retail banking, wealth management, and investment banking products and services to more than 12 million customers. BMO Financial Group through its two largest subsidiaries – BMO Harris Bank and BMO Bank of Montreal – mainly operates in the United States and Canada. Well regarded by all major rating agencies, BMO Harris Bank holds investment grade ratings of "A+", "Aa3", and "AA-" by S&P, Moody's, and Fitch, respectively.

Headquartered in Chicago, BMO Harris Bank is one of the largest banks in the Midwest, Chicago's second largest bank by market share after JPMorgan Chase, and serves more than two million customers throughout the United States. The financial institution provides a broad range of personal banking products and solutions with more than 14,000 employees, over 600 branches, and approximately 1,300 ATMs in Illinois, Arizona, Wisconsin, Indiana, Kansas, Missouri, Minnesota, and Florida.

BMO FINANCIAL GROUP QUICK FACTS	
NYSE Ticker Symbol	BMO
Headquarters	Toronto, Canada
Employees	45,200+
Assets	\$522.8 Billion (10/31/16)
Net Income	\$3.5 Billion (10/31/16)
Market Cap	\$55.1 Billion (10/31/16)
Credit Rating	A+ / Aa3 / AA- (S&P / Moody's / Fitch)
Total Retail Branches	1,520+
Total ATM / ABM	4,500+

BMO HARRIS BANK QUICK FACTS	
Headquarters	Chicago, IL
Parent Company	Bank of Montreal, d.b.a. BMO Financial Group
Employees	14,200+
Credit Rating	Aa3 / A+ / AA- (Moody's / S&P / Fitch)
Total Retail Branches	~600
Total ATMs	1,300+

BMO Bank of Montreal Overview

In Canada, BMO Bank of Montreal provides financial services and products ranging from personal banking and wealth management to investment banking. It conducts business through three operating groups: Personal and Commercial Banking, BMO Wealth Management, and BMO Capital Markets. The bank has more than eight million customers with access to over 900 bank branches and approximately 3,400 ABMs across Canada.

TOP 25 COMMERCIAL BANKS AND SAVINGS INSTITUTIONS BY TOTAL DOMESTIC DEPOSITS		
INSTITUTION	NO. OF OFFICES	TOTAL DEPOSITS (\$000)
1 Bank of America, National Association	4,753	\$1,204,485,508
2 JPMorgan Chase Bank, National Association	5,413	\$1,155,185,018
3 Wells Fargo Bank, National Association	6,214	\$1,145,337,000
4 Citibank, National Association	756	\$493,074,000
5 U.S. Bank National Association	3,222	\$298,344,516
6 PNC Bank, National Association	2,687	\$248,501,083
7 TD Bank, National Association	1,287	\$214,486,461
8 Capital One, National Association	810	\$207,791,098
9 Branch Banking and Trust Company	2,252	\$166,995,354
10 SunTrust Bank	1,425	\$155,354,194
11 The Bank of New York Mellon	7	\$138,076,000
12 Charles Schwab Bank	2	\$137,350,000
13 HSBC Bank USA, National Association	229	\$136,076,912
14 Morgan Stanley Bank, National Association	1	\$117,073,000
15 Goldman Sachs Bank USA	4	\$113,714,000
16 Fifth Third Bank	1,208	\$104,211,456
17 Regions Bank	1,599	\$99,120,219
18 Manufacturers and Traders Trust Company	839	\$95,500,937
19 State Street Bank and Trust Company	1	\$93,406,425
20 MUFG Union Bank, National Association	362	\$83,063,661
21 BMO Harris Bank National Association	599	\$82,315,416
22 KeyBank National Association	961	\$78,239,739
23 Citizens Bank, National Association	851	\$77,711,847
24 Ally Bank	1	\$75,668,198
25 Compass Bank	671	\$67,930,826

Source: FDIC as of June 30, 2016

BMO Harris Bank: Westchester, Illinois



CHICAGO MSA MARKET SHARE ORDERED BY DEPOSITS

RANK	INSTITUTION	AREA BRANCHES	2016 TOTAL DEPOSITS IN MARKET (\$000)	2016 TOTAL MARKET SHARE
1	JPMorgan Chase Bank, National Association	386	\$84,906,700	21.7%
2	BMO Harris Bank National Association	215	\$52,493,302	13.4%
3	Bank of America, National Association	162	\$41,413,664	10.6%
4	The Northern Trust Company	10	\$29,181,412	7.5%
5	Citibank, National Association	62	\$13,562,000	3.5%
6	PNC Bank, National Association	153	\$13,329,464	3.4%
7	The PrivateBank and Trust Company	20	\$12,859,072	3.3%
8	Fifth Third Bank	155	\$12,587,649	3.2%
9	U.S. Bank National Association	177	\$11,638,494	3.0%
10	MB Financial Bank, National Association	86	\$11,470,286	2.9%
11	First Midwest Bank	103	\$8,273,263	2.1%
12	TCF National Bank	128	\$6,337,497	1.6%
13	Wells Fargo Bank, National Association	11	\$5,905,176	1.5%
14	Associated Bank, National Association	23	\$4,195,215	1.1%
15	Wintrust Bank	23	\$3,454,623	0.9%

Source: FDIC as of June 30, 2016

CONTACT INFORMATION



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Affiliated Business Disclosure and Confidentiality Agreement

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